

OPENING BID 'CASH BACK AT CLOSING' BUYER INCENTIVE

Opening Bid Buyer Incentive. An Opening Bid 'Cash Back at Closing' Incentive will be offered on the Opening Bid amount for every Opening Bid at or above the following amounts placed by the Buyer according to the terms outlined below. The Opening Bid 'Cash Back at Closing' Incentive will be applied as a credit to the Buyer at closing by the closing agent as a cash back incentive from the Seller ONLY if the high bidder/buyer at the auction had placed an 'Opening Bid' prior to the start of the auction according to the terms and conditions contained herein.

The minimum opening bid qualified for this cash back incentive will be:

- **\$625,000** for the Barn/Home & 49 +/- acres as an individual tract
- **\$310,000** for the adjacent 80+/- acres as an individual tract
- **\$935,000** for to 2 above described tracts, combined.

The incentive amounts are as follows;

Opening Bid #1 - Barn/Home & 49+/- acres:

- Two Percent (2%) of an opening bid of at least \$625,000 up to \$674,000
- Three Percent (3%) of an opening bid of at least \$675,000 up to \$724,000
- Four Percent (4%) of an opening bid of \$725,000 or more.

Opening Bid #2 - Adjacent 80+/- acres:

- Two Percent (2%) of an opening bid of at least \$310,000 up to \$329,000
- Three Percent (3%) of an opening bid of at least \$330,000 up to \$349,000
- Four Percent (4%) of an opening bid of \$350,000 or more.

Opening Bid #3 - Combined Auction of Barn/Home & 49+/- acres WITH Adjacent 80+/- acres:

- Two & one-half Percent (2.5%) of an opening bid of at least \$935,000 up to \$999,000
- Four Percent (4%) of an opening bid of at least \$1,000,000 or more.

(NOTE: Parcels will be auctioned individually with those high bids being tabled and added together. Then they will be auctioned as a package starting at the higher of either the 'tabled' total of the separate auctions or a previously received opening bid for the combined parcels. If the parcels auction for more as a combined package then that is how they will sell (subject to Seller's approval of final bid(s)) and the high bidder/buyer will then only qualify for the Opening Bid 'Cash Back at Closing' incentive IF they placed a qualified opening bid FOR THE COMBINED PARCELS. And vice-versa if they do not get a higher combined bid then the high bidder/buyer(s) of the individual properties will only qualify for the incentive(s) if they had placed individual opening bids. In other words a high bidder/buyer(s) will only be eligible for the Opening Bid 'Cash Back at Closing' Incentive(s) if they place an opening bid for the configuration at which the properties finally sell (i.e. each individually or combined). Therefore a bidder may want to place 3 opening bids, one for each of the above three configurations.)

Example for Barn/Home & 49+/- acres only: High Bid: \$750,000

Ultimate high bidder/buyer's advanced Opening Bid: \$725,000

Minus Opening Bid 'Cash Back at Closing' Buyer Incentive (4% of opening of \$725,000): \$29,000

Balance of sales price due at closing would only be: \$696,000!

Example for Barn/Home & 49+/- acres & 80+/- acres COMBINED: High Bid: \$1,025,000

Ultimate high bidder/buyer's advanced Opening Bid: \$1,000,000

Minus Opening Bid 'Cash Back at Closing' Buyer Incentive (4% of opening bid of \$1,000,000): \$40,000

Balance of sales price due at closing would only be: \$985,000!

In order to qualify for the Opening Bid ‘Cash Back at Closing’ Buyer Incentive(s), this form, inclusive of Opening Bid(s), must be received no later than 1:00 P.M., August 13, 2010. Submit this form in one of the following ways

- Mail to: **United Country - Guardian Real Estate at 435 South Atlantic St. Dillon, MT 59725**
- Fax to **United Country - Guardian Real Estate at 406-992-1108**
- E-Mail to **Chip@Guardian-RE.com**
- **(Or bring to auction site and submit when registering for bidder number on Auction Day)**

I, the undersigned Bidder understand that Opening Bid amounts are legally binding, in the same respect as a live bid at the auction. My winning bid will be my irrevocable purchase commitment. I as a Bidder have read, understand and agree to be bound by the terms and conditions contained in the draft ‘Receipt & Agreement of Sale’ document which I will be required to sign upon becoming high bidder on either or both of the auctioned parcels. In addition I have read and agree to be bound by the terms and conditions contained in the ‘Auction Sale Terms & Conditions’ previously provided to me as well as the terms and conditions contained herein regarding my opening bid(s).

I understand that if my Opening Bid amount submitted below is not a qualified amount as outlined above for whichever configuration(s) I may be the high bidder of, I will not receive the Opening Bid ‘Cash Back at Closing’ Buyer Incentive. I further understand that no oral registration will qualify for the Opening Bid ‘Cash Back at Closing’ Buyer Incentive and that this incentive shall not pertain to any contract executed other than to the HIGH BIDDER(S) on Auction Day (‘back-up’ bidder offers may not qualify for this incentive, this will be up to the discretion of the seller). The above qualified opening bid amounts are NOT to be construed as a minimum bid required for the sale of the properties. In the absence of any qualified opening bids the properties may still sell below these qualifying amounts subject to the approval of the Seller on auction day. However, NO Opening Bid ‘Cash Back at Closing’ Incentive will be credited to the winning bidder even if the final bid price goes far beyond these qualified opening bid amounts.

**AMOUNT FOR EACH MUST BE COMPLETED
EVEN IF THE AMOUNT YOU ENTER IS \$0**

Bid #1 - My opening bid for Barn/Home & 49+/- acres is \$ SAMPLE

Bid #2 - My opening bid for Adjacent 80+/- vacant acres is \$ SAMPLE

Bid #3 - My opening bid for the combination of the 2 above described tracts is \$ SAMPLE

FOR INFORMATIONAL PURPOSES ONLY – SEE REALTOR FOR ACTUAL FORM
Bidder _____ Date _____

FOR INFORMATIONAL PURPOSES ONLY – SEE REALTOR FOR ACTUAL FORM
Bidder _____ Date _____